

**DEPARTMENT OF THE NAVY OFFICE OF
SMALL BUSINESS PROGRAMS**

**Small Business Buying
Command Overview**



Who are We?



MR. JIMMY D. SMITH
DIRECTOR

Department of the Navy (DON)
Office of Small Business Programs (OSBP)

Small businesses are a vital part of our economy and help to keep our country the strongest in the world. The DON is committed to our country's small business community having the maximum opportunity to participate in Navy and Marine Corps acquisitions as prime contractors and subcontractors. It is with this commitment that the Office of Small Business Programs mission was established to foster acquisition opportunities where small businesses can best support Sailors, Marines and their families through policy, advocacy, counseling and training



MR. ROBERT SMITH
DIRECTOR

Small Business Innovation Research (SBIR)/
Small Business Technology Transfer (STTR)

The DON SBIR/STTR Programs leverage small business agility to measurable naval advantage for the National Defense Strategy, continually exploring collaborations to deliver innovation faster.

Connect with us on social media!



<https://www.facebook.com/NAVYOSBP>



@DON_OSBP



<https://www.linkedin.com/showcase/deptofnavysmallbusiness>



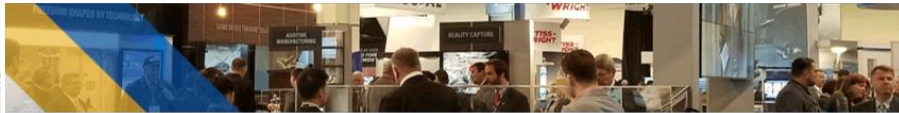
<https://www.youtube.com/c/donosbp>



SCAN ME

Upcoming Events

www.seaairspace.org



SeaAirSpace



April 3-5, 2023

STEM Expo: April 2 | Conference and Exposition: April 3-5

Gaylord National Resort & Convention Center
National Harbor, Maryland



NDIA
San Diego



Scheduled: September 6-8, 2022
Visit our website for more information!



Navy Office of Community Outreach (NAVCO)

<http://outreach.navy.mil/>
[Navy-Weeks](#)

Phone: 901-847-7048

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|--|-------------------------------|-------------------------------|
| • Mobil, AL
21 FEB - 1 MAR | • Savannah, GA
14-20 MAR | • Tampa, FL
21-27 MAR |
| • Trenton, NJ
2-8 MAY
CANCELLED | • Richmond, VA
16-22 MAY | • Memphis, TN
13-19 JUN |
| • Detroit, MI
11-17 JUL | • Milwaukee, WI
21-24 JUL | • Dayton, OH
25-31 JUL |
| • Albuquerque, NM
12-18 SEPT | • Reno, NV
26 SEPT-2 OCT | • Charleston, WV
10-16 OCT |
| • Houston, TX
24-30 OCT | • Atlanta, GA
31 OCT-6 NOV | |

Doing Business With the DON

Want to do business with DON?
Below are eight steps to help you get started.

More detailed explanations can be found at:

<https://www.secnav.navy.mil/smallbusiness/pages/doing-business.aspx>



Identify your product or service using the North American Industry Classification System (NAICS). This is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.
<https://www.census.gov/naics/>



Register Your Business - Register Your Business with the Systems for Award Management at www.sam.gov. Business Entities must register in Sam.gov in order to do business with the Federal Government. Register with the SBA Dynamic Small Business Search <https://dsbs.sba.gov>.



Research Your Market - Understand how Small Businesses align with Federal Regulations. Research SBA programs. Use DON OSBP website to search DON specific tools.



Market Yourself - Prepare a capabilities Statement. Prepare a targeted marketing plan. Prepare your elevator speech.



Bid on a Contract - Attend Industry Days. Respond to Request for Information (RFI). Reach out to DON Small Business Professionals (SBP) for contracting assistance.



To Win or Not Win a Contract - You Win? Congrats! Use your SBP's with any issues. Unsuccessful? Request a debrief from the Procurement Contract Officer.



Perform on a Contract - Fully perform on your long-range plan on deliverables outlined in your proposal. Schedule a Kickoff meeting with your Command. Introduce your team. Get to know your COR.



Grow with the Navy - Attend workshops, webinars and conferences hosted by DON OSBP & Buying Commands. Participate in Mentorship opportunities - Mentor Protégé Program, SBIR/STTR, NavalX & Tech Bridges. Navy ManTech Center of Excellence.

**Headquarters,
United States Marine Corps Installation
and Logistics Command
(MC I&L)**



Mr. Carlton Hagans
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www.iandl.marines.mil

Shapes logistics plans and policies to sustain excellence in warfighting. The focus of effort is to increase Marine Air Ground Task Force lethality by providing superior support through modernizing logistics processes, implementing proven technology and best practices, developing standards of performance, and fully integrating the supporting establishment as the fifth element of the Marine Air Ground Task Force.

FY21 Top 5 Small Business Execution	
NAICS	FY21 SB Awards (\$M)
541611: ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$51.3
541330: ENGINEERING SERVICES	\$31.7
541519: OTHER COMPUTER RELATED SERVICES	\$28.4
541511: CUSTOM COMPUTER PROGRAMMING SERVICES	\$28.1
541512: COMPUTER SYSTEMS DESIGN SERVICES	\$26.6

**Marine Corps Systems Command
(MCSC)**



Mr. Austin (AJ) Johnson
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Marine Corps Systems CMD
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Serve as the Department of the Navy's systems command for Marine Corps ground weapon and information technology system programs in order to equip and sustain Marine forces with expeditionary and crisis-response capabilities.

FY21 Top 5 Small Business Execution	
NAICS	FY21 SB Awards (\$M)
541330: ENGINEERING SERVICES	\$215.8
541519: OTHER COMPUTER RELATED SERVICES	\$67.4
541512: COMPUTER SYSTEMS DESIGN SERVICES	\$53.3
541611: ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$32.9
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$20.2

Military Sealift Command (MSC)



Ms. Leah Baker

Small Business Director, MSC

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<https://sealiftcommand.com>

MSC safely operates, supplies, and maintains the ships that provide logistics support, conduct special missions, move military equipment, supply combat forces, provide humanitarian relief, and strategically position combat cargo around the world.

FY21 Top 5 Small Business	
NAICS	FY21 SB Awards (\$M)
483111: DEEP SEA FREIGHT TRANSPORTATION	\$413.3
336611: SHIP BUILDING AND REPAIRING	\$369.1
541330: ENGINEERING SERVICES	\$45.9
541513: COMPUTER FACILITIES MANAGEMENT SERVICES	\$33.9
481212: NONSCHEDULED CHARTERED FREIGHT AIR TRANSPORTATION	\$23.9

Naval Air Systems Command (NAVAIR)



Mr. Shelby Butler

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<https://www.navair.navy.mil/>

Provide full life-cycle support of naval aviation aircraft, weapons and systems operated by Sailors and Marines. This support includes research, design, development and systems engineering; acquisition; test and evaluation; training facilities and equipment; repair and modification; and in-service engineering and logistics support.

FY21 Top 5 Small Business Execution	
NAICS	FY21 SB Awards (\$M)
541330: ENGINEERING SERVICES	\$829.4
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$653.7
336411: AIRCRAFT MANUFACTURING	\$184.1
336413: OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$87.0
541519: OTHER COMPUTER RELATED SERVICES	\$76.1

Naval Facilities Command (NAVFAC)



Ms. Bianca Henderson
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<https://www.navfac.navy.mil/>

NAVFAC is the Naval Shore and Expeditionary Systems Command that plans, builds, and maintains sustainable facilities, delivers environmental, utilities and other base services, and acquires and manages expeditionary combat force systems and equipment.

FY21 Top 5 Small Business Execution	
NAICS	FY21 SB Awards (\$M)
236220: COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$2,140
561210: FACILITIES SUPPORT SERVICES	\$367.0
541330: ENGINEERING SERVICES	\$229.3
562910: REMEDIATION SERVICES	\$199.7
238220: PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS	\$163.3

Naval Sea Systems Command (NAVSEA)



Ms. Anne Bannister
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Design, build, deliver and maintain ships and systems on time and on cost for the United States Navy.

FY21 Top 5 Small Business Execution	
NAICS	FY21 SB Awards (\$M)
541330: ENGINEERING SERVICES	\$1,580
336611: SHIP BUILDING AND REPAIRING	\$1,230
334511: SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$134.5
541519: OTHER COMPUTER RELATED SERVICES	\$85.6
334111: ELECTRONIC COMPUTER MANUFACTURING	\$81.9

Naval Supply Systems Command (NAVSUP)



Mr. Chris Espenshade
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Provide supplies, services, and quality-of-life support to the Navy and Joint warfighter. Manage supply chains that provide material for Navy aircraft, surface ships, submarines and their associated weapons systems. Provide centralized inventory management for Navy's non-nuclear ordnance stockpile. Provide a wide range of base operating and waterfront logistics support services, coordinating material deliveries, contracting for supplies and services, and providing material management and warehousing services.

FY21 Top 5 Small Business Execution

NAICS	FY21 SB Awards (\$M)
541330: ENGINEERING SERVICES	\$475.8
622110: GENERAL MEDICAL AND SURGICAL HOSPITALS	\$335.0
541519: OTHER COMPUTER RELATED SERVICES	\$109.8
561210: FACILITIES SUPPORT SERVICES	\$88.9
541611: ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$84.8

Naval Information Warfare Systems Command (NAVWAR)



Mr. Daniel Deconzo
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<https://www.public.navy.mil/navwar>

Identify, develop, deliver and sustain information warfighting capabilities supporting naval, joint, coalition and other national missions.

FY21 Top 5 Small Business Execution

NAICS	FY21 SB Awards (\$M)
541330: ENGINEERING SERVICES	\$1,170
541519: OTHER COMPUTER RELATED SERVICES	\$324.2
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$94.1
334220: RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$64.7
541712: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$58.6

Office of Naval Research (ONR)



Ms. Ellen Simonoff

Small Business Director, ONR

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<https://www.onr.navy.mil/>

ONR was established to plan, foster, and encourage scientific research in recognition of its paramount importance as related to the maintenance of future naval power and the preservation of national security. ONR explores the cutting edge of science and technology (S&T) and strives to transition that S&T into acquisition programs throughout the Navy and Marine Corps.

FY21 Top 5 Small Business Execution

NAICS	FY21 SB Awards (\$M)
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$236.4
541712: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$110.4
541330: ENGINEERING SERVICES	\$77.9
541512: COMPUTER SYSTEM DESIGN SERVICES	\$13.9
334111: ELECTRONIC COMPUTER MANUFACTURING	\$10.6

Strategic Systems Programs (SSP)



Ms. Marita Thompson

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<https://www.ssp.navy.mil/>

SSP directs the end-to-end effort of the Navy's Strategic Weapons Systems to include training, systems, equipment, facilities and personnel; and fulfill the terms of the US/UK Polaris Sales Agreement.

FY21 Top 5 Small Business Execution

NAICS	FY21 SB Awards (\$M)
541330: ENGINEERING SERVICES	\$21.6
541519: OTHER COMPUTER RELATED SERVICES	\$15.1
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$14.0
541511: CUSTOM COMPUTER PROGRAMMING SERVICES	\$8.7
541611: ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$8.7